

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Bangkok, Thailand

Fresh Grapes

Monthly Market Share For: August 1997

Month\Year: 32\50

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sea-Land	32%	21%	21 Days ⁴	\$2.42	\$5			\$34					\$3,973
Maersk	30%	38%	24 Days ⁴	\$2.42	\$5			\$34					\$3,973
Mitsui OSK	19%	22%	21 Days	\$2.42	\$5			\$34					\$3,973
OOCL	6%	4%	25 Days	\$2.42	\$5			\$34					\$3,973
NYK Line	4%	3%	23 Days	\$2.42	\$5			\$34					\$3,973
Neptune	3%	6%	32 Days	\$2.42	\$5			\$34					\$3,973
P&O Nedlloyd	3%	4%	22 Days	\$2.42	\$5			\$34					\$3,973

⁴ Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Fresh Grapes

Monthly Market Share For: August 1997

Month\Year: 9\10

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	34%	40%	23 Days	\$2.42	\$5			\$34		\$1800			\$5,773
Maersk	23%	20%	22 Days ⁴	\$2.42	\$5			\$34		\$1800			\$5,773
Sea-Land	21%	19%	21 Days	\$2.42	\$5			\$34		\$1800			\$5,773
Hanjin	11%	10%	23 Days	\$4.10	\$100 ¹			AI		\$1800			\$7,640
NYK Line	6%	5%	23 Days	\$2.42	\$5			\$34		\$1800			\$5,773
OOCL	6%	5%	19 Days	\$2.42	\$5			\$34		\$1800			\$5,773

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Hong Kong

Fresh Grapes

Monthly Market Share For: August 1997

Month\Year: 1,005\1,705

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	19%	24%	14 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
APL	17%	20%	16 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
OOCL	10%	8%	15 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
NYK Line	9%	10%	15 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
Hyundai	9%	5%	16 Days	\$1.63	AI			AI				1400 pkgs.	\$2,282
Sea-Land	8%	11%	14 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
COSCO	7%	4%	19 Days ⁵	\$1.77	AI			AI				1400 pkgs.	\$2,478
Mitsui OSK	6%	6%	16 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
P&O Nedlloyd	4%	3%	19 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
Neptune	4%	3%	19 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618

5 Transit time is based on departure from Los Angeles, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Fresh Grapes

Monthly Market Share For: August 1997

Month\Year: 49\100

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sea-Land	30%	26%	26 Days	\$2.92	\$5			\$34					\$4,673
Maersk	21%	23%	26 Days	\$2.92	\$5			\$34					\$4,673
OOCL	20%	10%	25 Days	\$2.92	\$5			\$34					\$4,673
APL	18%	31%	29 Days	\$2.92	\$5			\$34					\$4,673
NYK Line	5%	4%	24 Days	\$2.92	\$5			\$34					\$4,673
Mitsui OSK	2%	2%	25 Days	\$2.92	\$5			\$34					\$4,673
Hyundai	2%	1%	26 Days	\$2.42	\$5			\$34				1400 pkgs.	\$3,973

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Keelung, Taiwan

Fresh Grapes

Monthly Market Share For: August 1997

Month\Year: 137\342

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
K Line	28%	30%	14 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,182
Yang Ming	24%	14%	13 Days	\$2.45	\$100 ¹		9%	AI				1320 pkgs.	\$3,839
Evergreen	20%	15%	16 Days	\$2.40	\$5		9%	\$34				1400 pkgs.	\$4,038
APL	9%	12%	14 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,182
OOCL	7%	6%	14 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,182
Sea-Land	5%	7%	16 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,182
Maersk	3%	0%	18 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,182
Hanjin	2%	1%	15 Days	\$2.40	\$5		9%	\$34				1008 pkgs.	\$4,247
Mitsui OSK	1%	3%	16 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,182
Zim Line	1%	1%	16 Days	\$3,600 ¹	AI		AI	AI				1320 pkgs.	\$3,200

1 Rate is per container

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Manila, Philippines

Fresh Grapes

Monthly Market Share For: August 1997

Month\Year: 113\286

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sea-Land	27%	29%	20 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
Hyundai	15%	7%	19 Days	\$3.75	\$5			\$34				1320 pkgs.	\$5,835
Maersk	14%	29%	20 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
APL	12%	12%	18 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
P&O Nedlloyd	12%	6%	25 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
OOCL	10%	5%	19 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
COSCO	9%	4%	27 Days	\$4,500 ¹	\$40 ¹			AI					\$4,540

¹ Rate is per container

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Grapes

Monthly Market Share For: August 1997

Month\Year: 104\290

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	29%	25%	24 Days	\$2.42	\$5			\$34					\$3,973
OOCL	26%	19%	24 Days	\$2.42	\$5			\$34					\$3,973
Sea-Land	18%	20%	25 Days	\$2.42	\$5			\$34					\$3,973
Maersk	16%	27%	22 Days	\$2.42	\$5			\$34					\$3,973
Neptune	5%	5%	26 Days	\$2.42	\$5			\$34					\$3,973
Hyundai	5%	2%	20 Days	\$2.32	\$5			\$34				1320 pkgs.	\$3,833
K Line	1%	0%	23 Days	\$2.42	\$5			\$34					\$3,973

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Singapore

Fresh Grapes

Monthly Market Share For: August 1997

Month\Year: 67\159

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	41%	39%	20 Days	\$2.42	\$5		15%	\$34					\$4,481
Sea-Land	20%	16%	23 Days	\$2.42	\$5		15%	\$34					\$4,481
APL	15%	24%	20 Days	\$2.42	\$5		15%	\$34					\$4,481
Hyundai	7%	4%	19 Days	\$2.32	\$5		15%	\$34					\$4,320
Neptune	6%	4%	24 Days	\$2.42	\$5		15%	\$34					\$4,481
OOCL	4%	6%	22 Days	\$2.42	\$5		15%	\$34					\$4,481
P&O Nedlloyd	4%	3%	24 Days	\$2.42	\$5		15%	\$34					\$4,481
COSCO	2%	2%	29 Days	\$4,385 ¹	\$40 ¹		AI	AI					\$4,425
Mitsui OSK	1%	0%	21 Days	\$2.42	\$5		15%	\$34					\$4,481

¹ Rate is per container

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Tokyo, Japan

Fresh Grapes

Monthly Market Share For: August 1997

Month\Year: 1\4

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
K Line	100%	14%	10 Days	\$2.55	\$5		43%	\$34				1320 pkgs.	\$5,690
APL	0%	57%	10 Days	\$2.55	\$5		43%	\$34				1320 pkgs.	\$5,690
Maersk	0%	29%	10 Days	\$2.55	\$5		43%	\$34				1320 pkgs.	\$5,690